

SBA Product Guide

Product and Use	SBA Express (Most Revolving lines) (Some term loans)	Community Express (For Women, minorities, veterans, or low-mod income or inside City of Milwaukee)	GP (General Program)	PLP (Preferred Loan Program) (Most term loans)	504 (Land, building & equipment projects)
SBA Approver	Lender for credit & eligibility	Lender includes technical assistance	SBA office for credit & eligibility	Lender for credit and SBA for eligibility	Certified Development Company
Guaranty %	50%	<\$150k = 85% > \$150k= 75%	< \$150k = 85% > \$150k = 75%	< \$150k = 85% > \$150k = 75%	SBA provides 100% guaranteed Debenture
Maximum Loan Size	\$350,000	\$250,000	\$2,000,000	\$2,000,000	
Maximum SBA Guaranty	\$175,000	\$187,500	\$1,500,000	\$1,500,000	Up to \$4,000,000
Type of Loan	Line of Credit or Term Loan	Line of Credit or Term Loan	Term Loan	Term Loan	Term Loan
Loan Term	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	12 month line with 7 renewals or combination line/term loan or fully amortizing term loans	Fully amortizing	Fully amortizing	Lender: 7 or 10 yr balloon notes SBA – 10-20 yr. fully amortizing
Personal Guaranty	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of > 20% owners	Required of >20% owners
Base Rate Index	WSJ Prime	WSJ Prime	WSJ Prime	WSJ Prime	Lender – WSJ Prime SBA 5-10 yr Treasury Note
Adjustment Period	Daily	Daily	Monthly to term	Monthly to term	Monthly to term
Maximum Rate	< \$50k P+6.5% > \$50k P+4.5%	<\$25k, P+4.25%<7yrs. 4.75%>7yrs. >\$25k<\$50k, P+3.25%<7yrs.,3.75%>7yrs >\$50k<7yrs. P+2.25% >\$50k>7yrs. P+2.75%	<\$25k, P+4.25%<7yrs., 4.75%>7yrs. >\$25k<\$50k, P+3.25%<7yrs.,3.75%>7yrs >\$50k<7yrs. P+2.25% >\$50k>7yrs, P+2.75%	<\$25k, P+4.25%<7yrs., 4.75%>7yrs. >\$25k<\$50k, P+3.25%<7yrs.,3.75%>7yrs >\$50k<7yrs. P+2.25% >\$50k>7yrs. P+2.75%	First mtg by lender follows GP rates, 2 nd fixed for 10 & 20 yrs.
Ongoing SBA Fee	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	0.545% on guaranteed amount monthly	CDC collects on 2 nd mtg. (0.192%)
SBA Guarantee Fee *	<\$150k = 2% \$150k - \$700k= 3% \$700,001 += 3.5%	<\$150k = 2% \$150k - \$700k= 3% \$700,001 += 3.5%	<\$150k = 2% \$150k - \$700k= 3% \$700,001 += 3.5%	<\$150k = 2% \$150k - \$700k= 3% \$700,001 += 3.5%	CDC charges and collects on 2 nd . mtg.

* On loans under 12 months in maturity, a ¼ of 1% fee must be sent in with the application. On all loans under \$150k, lender is permitted to retain 25% of the fee.

< Less Than > More Than